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# ANNUAL AUDITED REPORT FORM X-17A-5 PART III

FACING PAGE
Information Required of Brokers and Dealers Pursuant to Section 17 of the
Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING	ULY 1, 2003	AND END	ING JUNE 30	, 2004
	MM/DD/Y	Y	ММ	I/DD/YY
A. REGI	STRANT IDEN	ITIFICATION		
NAME OF BROKER-DEALER: MORGENTE	IAU & ASSOCIA	TES, INC.	OFF	FICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF BUSIN	ESS: (Do not use	P.O. Box No.)		FIRM I.D. NO.
ONE FINANCIAL PLAZA, SUITE 2504				
	(No. and Str	eet)		
FT. LAUDERDALE	FLORI	DA _	33394	
(City)	(Sta	te)	(Zip Code)	
NAME AND TELEPHONE NUMBER OF PER ANTHONY R. MORGENTHAU	SON TO CONTAC	CT IN REGARD TO		-463-0501
			(Area Co	de – Telephone Number)
B. ACCO	UNTANT IDE	NTIFICATION		
INDEPENDENT PUBLIC ACCOUNTANT wh KEEFE, McCULLOUGH & CO., LLP, C	.P.A.'S		· · · · · · · · · · · · · · · · · · ·	
(1)	lame – if individual, st	ate last, first, middle name	·)	
6550 N. FEDERAL HIGHWAY, #410	FT. LAUDI	ERDALE	FL	33308
(Address)	(City)		(State)	(Zip Code)
CHECK ONE:			RECEIVED	
□ Certified Public Accountant				
☐ Public Accountant		AU	16 24 2004	POORTON
☐ Accountant not resident in Unite	d States or any of	its possessions.	208 Action	PROCESSEL SEP 07 2004
· · ·	OR OFFICIAL	USE ONLY		7/0
				FINANCIA
		<del></del>	- <del></del>	

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)



# OATH OR AFFIRMATION

I, ANTHONY R. MORGENTHAU	, swear (or affirm) that, to the best of
my knowledge and belief the accompanying financial statement	and supporting schedules pertaining to the firm of
MORGENTHAU & ASSOCIATES, INC.	, as
of JUNE 30 , 20 04	· · ·
neither the company nor any partner, proprietor, principal office	per or director has any proprietary interest in any account
classified solely as that of a customer, except as follows:	
Beth C. Anderton	Metter K Norganista
MY COMMISSION # DD061945 EXPIRES	Signature
October 1, 2005  BONDED THRU TROY FAIN INSURANCE, INC.	•
<sup>a</sup> um.	PRESIDENT Title
and A Aa-A	Title
bethe maliler	
Notary Public	
This report ** contains (check all applicable boxes):	
(a) Facing Page.	
(b) Statement of Financial Condition.	
<ul><li>(c) Statement of Income (Loss).</li><li>(d) Statement of Changes in Financial Condition.</li></ul>	
(a) Statement of Changes in Stockholders' Equity or Parti	ners' or Sole Proprietors' Capital.
☐ (f) Statement of Changes in Liabilities Subordinated to C	
(g) Computation of Net Capital.	
(h) Computation for Determination of Reserve Requiremed (i) Information Relating to the Possession or Control Rec	
	f the Computation of Net Capital Under Rule 15c3-3 and the
Computation for Determination of the Reserve Requir	ements Under Exhibit A of Rule 15c3-3.
(k) A Reconciliation between the audited and unaudited S consolidation.	statements of Financial Condition with respect to methods of
Consolidation.  (I) An Oath or Affirmation.	
(m) A copy of the SIPC Supplemental Report.	
(n) A report describing any material inadequacies found to	exist or found to have existed since the date of the previous audit.

<sup>\*\*</sup>For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

# MORGENTHAU & ASSOCIATES, INC.

# FINANCIAL STATEMENTS

June 30, 2004 and 2003

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## KEEFE, MCCULLOUGH & CO., LLP

CERTIFIED PUBLIC ACCOUNTANTS

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FAX: (954) 938-9353 E-MAIL: kmc@kmccpa.com

#### INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Morgenthau & Associates, Inc.
Fort Lauderdale, Florida

We have audited the accompanying statements of financial condition of Morgenthau & Associates, Inc. (the "Company") as of June 30, 2004 and 2003, and the related statements of income (loss), stockholder's equity, and cash flows for the years then ended. These financial statements are the responsibility of the Company's Management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform our audits to obtain reasonable assurance about whether the financial statements are free from material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

The Company conducts its stock brokerage business under a Fully Disclosed Agreement whereby its corresponding Broker-Dealer handles all customers' money and stock transactions.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Morgenthau & Associates, Inc. at June 30, 2004 and 2003, and the results of its operations and its cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

Our audit was performed for the purpose of forming an opinion on the basic financial statements taken as a whole. The accompanying computation of net capital under Rule 15c3-1 is presented as required under SEC Rule 17a-5 and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements taken as a whole.

Keefe, McCullough & CO., LLP

Fort Lauderdale, Florida July 7, 2004

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# MORGENTHAU & ASSOCIATES, INC. STATEMENTS OF FINANCIAL CONDITION June 30, 2004 and 2003

# ASSETS

	_	2004	_	2003
ASSETS:				
Cash	\$	24,112	\$	49,548
Accounts receivable, commissions		8,885		12,283
Prepaid expenses		5,287		4,653
Prepaid taxes		4,269		-
Deposit with clearing broker		15,000		15,000
Securities owned (Note 3): Marketable, at market value Not readily marketable, at estimated fair value		26,918 81,588		35,842 123,020
Deposits, other		1,052		368
Office furniture and equipment, at cost, less accumulated depreciation of \$ 5,102 and \$ 4,187, respectively	-	742	-	1,656
Total assets	\$ _	167,853	\$ =	242,370

# MORGENTHAU & ASSOCIATES, INC. STATEMENTS OF FINANCIAL CONDITION June 30, 2004 and 2003

# LIABILITIES AND STOCKHOLDER'S EQUITY

	2004	2003
LIABILITIES:		
Accounts payable and accrued expenses	\$ 165	\$ 3,313
SEC bond deposit	5,000	_
Income taxes payable		10,766
Total liabilities	5,165	14,079
STOCKHOLDER'S EQUITY:		
Common stock, \$ .01 par value; 100,000 shares authorized, 98,800 shares issued and outstanding	988	988
Paid-in capital	224,812	234,812
Retained earnings (deficit)	(63,112)	(7,509)
Total stockholder's equity	162,688	228,291
Total liabilities and stockholder's equity	\$ 167,853	\$ 242,370

The accompanying notes to financial statements are an integral part of these statements.

# MORGENTHAU & ASSOCIATES, INC. STATEMENTS OF INCOME (LOSS) For the Years Ended June 30, 2004 and 2003

		2004	_	2003_
INCOME: Retail commissions and fees Private placement commissions (Note 5)	\$	58,411 <u>9,506</u>	\$ _	150,197 135,543
Total income		67,917	_	285,740
GENERAL AND ADMINISTRATIVE EXPENSES: Administrative fee (Note 5) Rent, net of sublease (Notes 4 and 5) Professional fees NASD membership Taxes and licenses Printing Dues and subscriptions Insurance, general Provision for depreciation Penalties and fines Miscellaneous Commissions Seminars and training Postage		27,600 15,540 13,429 9,770 3,647 2,102 1,368 1,200 915 541 389 338 135	-	92,760 14,993 44,137 9,076 584 - 4,823 981 2,144 13,000 753 273 3,392 365
Total general and administrative expenses	,	76,974		187,281
Operating income (loss)		(9,057)	-	98,459
OTHER INCOME (EXPENSE): Miscellaneous Interest income Unrealized loss on investments Loss on sale of property and equipment		2,053 189 (50,357)		2,288 - (21,981) (51)
Total other income (expense)		(48,115)		(19,744)
Income (loss) before provision (credit) for income taxes		(57,172)		78,715
PROVISION (CREDIT) FOR INCOME TAXES (Note 7)		(1,569)		10,766
Net income (loss)	\$	(55,603)	\$	67,949

The accompanying notes to financial statements are an integral part of these statements.

# MORGENTHAU & ASSOCIATES, INC. STATEMENT OF STOCKHOLDER'S EQUITY For the Years Ended June 30, 2004 and 2003

	Cap	<u>ital S</u>	tock			Retained		Total
	Shares	_	Common Stock	-	Paid-In Capital	Earnings (Deficit)	Sto	ckholder's Equity
BALANCES, July 1, 2002	98,800	\$	988	\$	234,812	\$ (75,458)	\$	160,342
Net income for the year ended June 30, 2003		-		-		67,949	_	67,949
BALANCES, June 30, 2003	98,800		988		234,812	(7,509)		228,291
Net loss for the year ended June 30, 2004	-		_		-	(55,603)		(55,603)
Stockholder capital withdrawal		-			(10,000)		-	(10,000)
BALANCES, June 30, 2004	98,800	\$ _	988	\$ ;	224,812	\$ <u>(63,112</u> )	\$ _	162,688

# MORGENTHAU & ASSOCIATES, INC. STATEMENTS OF CASH FLOWS For the Years Ended June 30, 2004 and 2003

	2004_	2003_
CASH FLOWS FROM OPERATING ACTIVITIES: Net income (loss)	\$ (55,603)	\$ 67,949
Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities:  Unrealized loss on investments Provision for depreciation Loss on sale of property and equipment Non-cash commission income	50,357 915 - -	21,981 2,144 51 (100,000)
Changes in assets and liabilities:  (Increase) decrease in accounts receivable (Increase) decrease in prepaid expenses (Increase) decrease in prepaid income taxes (Increase) decrease in deposits (Increase) decrease in due from MP1, LLC Increase (decrease) in accounts payable and accrued expenses Increase (decrease) in SEC bond deposits	3,398 (634) (4,269) (684) - (3,148) 5,000	3,728 (30) - 19,450 (3,726)
Increase (decrease) in income taxes payable	(10,768)	***
Net cash provided by (used in) operating activities	(15,436)	11,547
CASH FLOWS FROM INVESTING ACTIVITIES: Repayment of loan from stockholder Purchase of investments		(9,104) (22,943)
Net cash used in investing activities		(32,047)
CASH FLOWS FROM FINANCING ACTIVITIES: Capital withdrawal by stockholder	(10,000)	
Net cash used in financing activities	(10,000)	
Net decrease in cash	(25,436)	(20,500)
CASH, July 1	49,548	70,048
CASH, June 30	\$ 24,112	\$ 49,548
SUPPLEMENTAL DISCLOSURES:		
Cash received during the year for - Interest income	\$ 189	\$ <u> </u>
Cash paid during the year for - Income taxes	\$ 13,579	\$ 
Non-cash investing activities:  Private placement commission income received in the form of securities	\$ <u></u>	\$ 100,000

The accompanying notes to financial statements are an integral part of these statements.

#### NOTE 1 - ORGANIZATION AND OPERATIONS

Morgenthau & Associates, Inc. (the "Company") is incorporated in the State of Florida to transact business as a Broker-Dealer. The Company conducts its stock brokerage business under a Fully Disclosed Agreement whereby a corresponding Broker-Dealer handles all customers' money and stock transactions. In addition, the Company conducts a number of private placements.

### NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

## Revenue recognition:

For financial statement reporting purposes, revenues are recognized when earned and costs are recognized when incurred.

# Cash equivalents:

For purposes of the statements of cash flows, the Company considers all short-term investments with a maturity of three months or less when purchased to be cash equivalents. The Company maintains cash and cash equivalents at one financial institution which occasionally exceed Federal insured amounts.

### Allowance for doubtful accounts:

Management periodically reviews the accounts receivable balance and provides an allowance for accounts which may be uncollectible. At June 30, 2004, management considers the accounts receivable to be fully collectible within the current accounting period and no allowance for doubtful accounts is considered necessary.

## Provision for depreciation:

The Company provides for depreciation of its property and equipment using the straight-line method over the following estimated useful lives:

Office furniture and equipment

5-7 years

Additions and major renewals to property and equipment are capitalized. Maintenance and repairs are charged to expense when incurred. The cost and accumulated depreciation of assets sold or retired are removed from the respective accounts and any gain or loss is reflected in income.

#### Income taxes:

Deferred income tax assets and liabilities are computed annually for differences between the financial statement and tax basis of assets and liabilities that will result in taxable or deductible amounts in the future based on enacted tax laws and rates applicable to the periods in which the differences are expected to affect taxable income. Valuation allowances are established when necessary to reduce deferred tax assets to the amount expected to be realized. The provision (credit) for income taxes is the tax payable or refundable for the period plus or minus the change during the period in deferred tax assets and liabilities.

# NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Securities:

Marketable securities are valued at market value, and securities not readily marketable are valued at estimated fair value as estimated by management.

### Use of estimates:

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

### Reclassifications:

Certain prior year balances have been reclassified to be consistent and comparable to the current year financial statements presentation.

#### **NOTE 3 - SECURITIES OWNED**

Marketable equity securities owned consist of the following:

Corporate stocks, at cost Options and warrants, at cost	\$ _	54,600 3,300
Unrealized losses	_	57,900 (30,982)
Market value	\$_	26,918

Securities not readily marketable include investment securities (a) for which there is no market on a securities exchange or no independent publicly quoted market, (b) that cannot be publicly offered or sold unless registration has been effected under the Securities Act of 1933 or (c) that cannot be offered or sold because of other arrangements, restrictions, or conditions applicable to the securities or the Company.

Corporate stock, at cost Options and warrants, at cost	\$ _	100,000 22,943
Unrealized losses		122,943 (41,355)
Estimated fair value	\$ _	81,588

## **NOTE 4 - LEASING ARRANGEMENTS**

The Company leases office space under an operating lease that provides for annual fixed rental increases of approximately 3%. The lease expires on April 30, 2006 and does not contain a renewal option. Concurrent with the commencement of this lease, the Company entered into a sublease agreement with a related entity (Note 5) to recover a majority of the lease cost. Rent expense for the years ended June 30, 2004 and 2003 is as follows:

		2004	2003
Rent expense Less sublease recovery	\$ _	69,973 54,433	\$ 67,785 52,792
Net rent expense	\$ _	15,540	\$ 14,993

Future minimum lease payments under the above non-cancellable operating and sublease arrangement are approximately as follows:

Year ending June 30	ŧ	Gross Rentals	Net of Sublease Recovery
2005	\$	72,000	\$ 14,400
2006	\$	61,000	\$ 12,200
Thereafter	\$	NONE	\$ NONE

#### NOTE 5 - RELATED PARTY TRANSACTIONS

#### Commission and fee income:

The Company receives commission income as the private placement agent for several companies related by common ownership and/or management. Commission income from these entities amounted to \$9,506 and \$135,543 for the years ended June 30, 2004 and 2003, respectively.

### Other related party transaction:

Morgenthau Capital Advisors, LLC, a company wholly owned by the Company's sole stockholder, provides administrative support services to the Company which are calculated during the last month of each fiscal year. Administrative support fee paid to Morgenthau Capital Advisors, LLC aggregated \$ 27,600 and \$ 92,760 for the years ended June 30, 2004 and 2003, respectively. In addition, the Company subleases office space to Morgenthau Capital Advisors, LLC to recover a majority of the Company's lease payments (Note 4). Sublease recoveries from Morgenthau Capital Advisors, LLC totaled \$ 54,433 and \$ 52,792 for the years ended June 30, 2004 and 2003, respectively.

## NOTE 6 - NET CAPITAL REQUIREMENTS

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (SEC Rule 15c3-1) which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1 (and the rule of the "applicable" Exchange also provides that equity capital cannot be withdrawn or cash dividends if the resulting capital ratio would exceed 10 to 1). The Company had net capital of \$74,019 which was \$73,675 in excess of its required net capital. The Company's net capital ratio was .07 to 1.00.

# NOTE 7 - PROVISION (CREDIT) FOR INCOME TAXES

The provision (credit) for income taxes at June 30, 2004 and 2003 consisted of the following:

	_	2004	2003
Current tax provision (credit) Benefit of net operating loss	\$	(1,569)	\$ 27,584
carryforwards, previously offset by a valuation allowance Benefit of charitable contribution		-	(15,020)
carryforwards, previously offset by a valuation allowance	_		(1,798)
Net current provision (credit)	\$ _	(1,569)	\$ 10,766

The Company's effective tax rate is different than what would be expected if the statutory rates were applied to "net income (loss) before income taxes" primarily because of graduated income tax rates and expenses deductible for financial reporting purposes that are not deductible for tax purposes. No deferred taxes are provided as the tax benefit of the unrealized losses on securities has been offset by a valuation allowance (Note 2). The income tax credit of \$1,569 relates to the current year net loss carried back and offset against the prior year's net taxable income.

#### **NOTE 8 - CONTINGENCY**

The Company has entered into a contingent fee arrangement with ALfresh Foods, Inc. for the payment of commissions previously earned by the Company. ALFresh Foods, Inc., which is related by common ownership, has incurred operating losses every year since its inception in 1995. Because of ALFresh's poor financial condition and the uncertainty of any current collections, Morgenthau & Associates, Inc. has converted ALFresh's contractual obligation for commissions to a contingent arrangement, wherein ALFresh is required to make payments of 8% of its earnings before non-cash charges and income taxes, determined on an annual basis and payable by April 1 of the year following the year of determination. ALFresh may, however, make voluntary payments against the total fees due to the Company at any time. During the year ended June 30, 2004, ALFresh did not make any voluntary payments. The balance of contingent unpaid fees due to the Company aggregated approximately \$ 497,000 at June 30, 2004.

# MORGENTHAU & ASSOCIATES, INC. COMPUTATION OF NET CAPITAL UNDER RULE 15C3-1 June 30, 2004

TOTAL STOCKHOLDER'S EQUITY	\$ 162,688
NON-ALLOWABLE ASSETS: Property and equipment, less accumulated depreciation Securities not readily marketable Prepaid expenses Deposits, other	742 81,588 5,287 1,052
Total non-allowable assets	88,669
NET CAPITAL	\$ <u>74,019</u>
AGGREGATE INDEBTEDNESS: Liabilities from the statement of financial condition	\$5,165
COMPUTATION OF BASIC NET CAPITAL REQUIREMENT: Minimum net capital required	\$344
Minimum net capital requirement of reporting broker or dealer	\$5,000
Net capital requirement	\$5,000
Excess net capital at 1,500 percent	\$73,244
Excess net capital at 1,000 percent	\$73,502
Ratio aggregate indebtedness to net capital	<u>.07 to 1.00</u>
RECONCILIATION WITH COMPANY'S COMPUTATION (included in Part II of Form X-17A-5 as of June 30, 2004):	
Net capital, as reported in Company's Part II (unaudited) FOCUS report	\$ 42,832
Allowable assets erroneously reported as non-allowable marketable equity securities	31,187
Net capital per above	\$74,019



# KEEFE, MCCULLOUGH & CO., LLP

CERTIFIED PUBLIC ACCOUNTANTS

JOHN R. KEEFE, C.P.A.
JOHN E. McCULLOUGH, C.P.A. (RETIRED)
THOMAS T. CARPENTER, C.P.A.
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### INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL

To the Board of Directors

Morgenthau & Associates, Inc.

Fort Lauderdale, Florida

In planning and performing our audit of the financial statements of Morgenthau & Associates, Inc. for the year ended June 30, 2004, we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on internal control.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission (SEC), we have made a study of the practices and procedures followed by Morgenthau & Associates, Inc., including tests of compliance with such practices and procedures that we considered relevant to the objectives stated in Rule 17a-5(g) in making the periodic computations of aggregate indebtedness and net capital under Rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of rule 15c3-3. Because the Company does not carry security accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company (1) in the making the quarterly securities examinations, counts, verifications and comparisons, and the recordation of differences required by Rule 17a-13; (2) in complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System; (3) in obtaining and maintaining physical possession or control of all fully paid and excess margin securities of customers as required by Rule 15c3-3.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls, and of the practices and procedures referred to in the preceding paragraph, and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition, and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with accounting principles generally accepted by the United States of America. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Morgenthau & Associates, Inc.

Because of inherent limitations in internal control or the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of internal control would not necessarily disclose all matters in internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specified internal control components does not reduce to a relatively low level of risk that error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving internal control that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities and Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at June 30, 2004, to meet the SEC's objectives.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, the National Association of Securities Dealers, Inc. and other regulatory agencies that rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

Keefe, McCullough & Co., LLP

Fort Lauderdale, Florida July 7, 2004